

Message Text

CONFIDENTIAL

PAGE 01 BELGRA 04173 211518Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 EURE-00 DODE-00 NSAE-00
USIA-06 TRSE-00 ERDA-05 CIAE-00 L-03 /034 W
-----028200 211521Z /46

P R 211443Z JUN 77
FM AMEMBASSY BELGRADE
TO SECSTATE WASHDC PRIORITY 1114
INFO USDOC WASHDC

C O N F I D E N T I A L BELGRADE 4173

USDOC FOR IMMEDIATE ATTENTION OF STRAUSS-LEON, SIPS

EO 11652: GDS
TAGS: BEXP YO
SUBJ: PRODUCT OPPORTUNITY: MOTOROLA PROPOSAL FOR SELLING
DIRECTION FINDING EQUIPMENT

1. EMBASSY HAS BEEN ASKED BY MOTOROLA, GENEVA OFFICE, TO
APPROACH YUGOSLAV GOVERNMENT AT SUFFICIENTLY HIGH LEVEL TO
PROMOTE MOTOROLA OFFER TO SUPPLY DIRECTION FINDING EQUIPMENT
VALUED AT DOLS 2.5 MILLION TO YUGOSLAV CIVIL AVIATION.
MOTOROLA AND ITS YUGOSLAV AGENT, ELEKTROTEHNA BEOGRAD (NOT
ASSOCIATED WITH ELEKTROTEHNA, LJUBLJANA), HAVE IMPRESSION
THAT COMMITTEE IS DECIDING ON BIDS IMMINENTLY AND THAT QUOTE
POLITICAL UNQUOTE CONSIDERATIONS WILL BE IMPORTANT. CHIEF
COMPETITOR IN MOTOROLA'S VIEW IS FRENCH FIRM OF THOMPSON, WHICH
HAS PUT TOGETHER TOTAL PACKAGE INCLUDING RADARS IN ADDITIONAL
TO DIRECTION FINDING EQUIPMENT.

2. EMBASSY PREPARED MAKE APPROACH SUPPORTING AMERICAN SUPPLIERS,
BUT WISHES INSURE FIRST THAT THERE WILL BE NO PROBLEM ON
LICENSING EQUIPMENT. MOTOROLA SWITZERLAND SAID THIS IS FIRST
TIME MOTOROLA CHAIRMAN HAS AUTHORIZED OFFER OF DIRECTION
FINDING EQUIPMENT TO COMMUNIST COUNTRY.

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3. PROPOSAL IS FOR VHF/UHF DIRECTION FINDING SYSTEMS AND WAS
MADE JAN 21, 1977. PROPOSAL SIGNED BY R. ELLIOT, MANAGER,
COMMUNICATIONS PRODUCTS SECTION, MOTOROLA GOVERNMENT ELECTRONICS
DIVISION, 8201 EAST MCDOWELL ROAD, SCOTTSDALE, ARIZONA 85252.
WOULD APPRECIATE YOUR CHECKING ASAP WHETHER THESE SYSTEMS AS
OFFERED BY MOTOROLA WILL BE GIVEN LICENSE. UPON RECEIPT AFFIRMA-
TIVE REPLY, EMBASSY WILL MAKE APPROACH AS REQUESTED BY MOTOROLA.

EAGLEBURGER

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 21-Jun-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977BELGRA04173
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Expiration:
Film Number: D770221-0444
Format: TEL
From: BELGRADE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770637/aaaabgch.tel
Line Count: 69
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 305c6479-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 30-Mar-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2087483
Secure: OPEN
Status: NATIVE
Subject: PRODUCT OPPORTUNITY: MOTOROLA PROPOSAL FOR SELLING DIRECTION FINDING EQUIPMENT
TAGS: BEXP, YO
To: STATE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/305c6479-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009